



3rd QUARTER REVIEW – SUMMER 2007

U.S. Small Business Administration South Carolina District Office

Strom Thurmond Federal Building
1835 Assembly Street, Suite 1425
Columbia, SC 29201
Telephone: (803) 765-5377
Fax: (803) 765-5962
www.sba.gov/sc

In this issue:

Message from the District Director	1
Lender Production Totals	2
Small Business News	2

South Carolina District Office

Elliott O. Cooper, *District Director*

Theresa Singleton, *Deputy District Director*

Dale Lowder, *District Counsel*

Staff

Susan Chavis, *Business Dev. Specialist*

Anna Huntley, *Business Development Asst.*

Lois Johnson, *Lender Relations Specialist*

Gail Newton, *Program Support Asst.*

Clarissa Peak, *Program Support Asst.*

Brenda Wilson, *Business Dev. Specialist*

All of the SBA's programs and services are provided to the public on a non-discriminatory basis.

Serving those who serve our nation

A Message from District Director Elliott Cooper

On the 4th of July, we not only celebrated our nation's independence, we also celebrated the men and women who have helped us to maintain that independence and the principles our nation is founded on. At SBA, we've decided to celebrate our military all year long. On June 13, the SBA announced the Patriot Express Pilot Loan initiative for members of the military community.

Patriot Express is a streamlined loan product based on the SBA Express Program but with a \$500,000 limit and a guaranty of up to 85 percent for loans up to \$150,000 and up to 75 percent for loans over \$150,000. It is specifically for members of the military community, including veterans, service-disabled veterans, active-duty service members participating in the military's Transition Assistance Program, Reservists and National Guard members, current spouses of any of the above, and the widowed spouse of a service member or veteran who died during service, or of a service-connected disability.

Veterans own more than 14 percent of businesses in America and approximately 13 percent of Reservists in the private labor market are small business owners. The Patriot Express Pilot Loan initiative ensures that this percentage continues to rise so that we can serve those who serve our country.

Elliott O. Cooper

Lenders – Get on the Patriot Express

As an SBA lender, here's an opportunity to join with others expressing thanks to our military community members safeguarding America's freedoms by helping them to start or expand small businesses.

As with SBAExpress loans, Patriot Express uses a streamlined, centralized and expedited SBA loan process relying on ETran and electronic applications, which results in almost immediate SBA response. Any lender approved for SBAExpress or the Preferred Lender Program may make Patriot Express loans. You can even use your own paperwork, just as with SBAExpress loans, which reduces processing costs.

Interest rates for Patriot Express loans range from 2.25 percent to 4.75 percent over prime depending upon the size and maturity of the loan.

FY 2007 Lender Production Totals

(10/01/06 - 06/30/07)

7(a) Loans

LENDERS	# LOANS	\$ AMOUNT
Bank of America	123	2,887,000
Capital One, Federal Savings Bank	46	1,935,000
Innovative Bank	40	550,000
Superior Financial Group	40	360,000
Branch Banking and Trust Company	31	8,081,500
Business Development Corporation of SC	28	6,523,100
First Fed. Savings & Loan Assoc. of Chlstr	23	1,743,500
CIT Small Business Lending	16	9,905,600
Business Carolina	15	6,927,000
Business Loan Center, LLC	12	5,837,000
Banco Popular North America	7	2,586,200
Community South	5	5,529,000
Suntrust	5	494,000
Wachovia Bank	5	355,000
First National Business Capital	4	5,200,000
Wachovia SBA Lending	4	2,222,800
UPS Capital Business Credit	4	1,787,000
Small Business Loan Source	3	2,518,000
Beach First National Bank	3	2,450,000
Newtek Small Business Finance	3	1,327,600
PNC Bank	3	1,195,000
Merrill Merchants Bank	3	850,000
Haven Trust Bank	3	420,000
Excel National Bank	2	2,537,000
Bank of Travelers Rest	2	2,120,000
NCB, FSB	2	1,135,000
Comerica	2	1,042,000
Temecula Valley Bank	2	1,036,000
Greer State Bank	2	589,161
Home Loan Investment Bank	2	480,000
Ameris	2	453,350
Stearns Bank	2	349,500
Community West Bank	2	316,000
First National Bank of Griffin	1	2,000,000
United Central Bank	1	1,425,000
United Community Bank	1	1,410,000
Hanmi Bank	1	1,200,000
United Midwest Savings Bank	1	965,000
First National Bank of Nassau County	1	800,000
MainStreet Lender 7(a), LLC	1	660,700
Irwin Franchise Capital Corporation	1	535,000
Bank of Granite	1	500,000
Compass Bank	1	448,000
Coastal Federal Bank	1	360,000
RBC Centura Bank	1	350,000
Wilshire State Bank	1	313,000
Saehan Bank	1	300,000
American Community Bank	1	270,110
Sentry Bank & Trust	1	200,000
Coastal States Bank	1	160,000
Mound City Bank	1	135,000
First Federal Bank	1	97,700
Regions Bank	1	60,000
Wells Fargo Bank	1	30,000
TOTAL	467	\$93,961,821

504 Loans

LENDERS	# LOANS	\$ AMOUNT
Certified Development Corp. of SC	37	21,041,000
Appalachian Development Corp.	7	5,563,000
Catawba Regional Development Corp.	6	2,472,000
Small Business Assistance Corporation	5	1,914,000
Provident Business Financial Services	2	1,314,000
CSRA Development Corporation	2	828,000
TOTAL	59	\$33,132,000

New IRS newsletter helps small business

The IRS has started a news service, *e-News for Small Business*. Distributed every Wednesday, it brings timely, useful tax information right to your computer, including, but not limited to:

- Important upcoming tax dates
- What's new on the IRS Web site
- Reminders and tips to assist businesses with tax compliance
- IRS news releases and special IRS announcements

The e-News' convenient format puts IRS tax information at your fingertips. "Useful Links" brings you quickly to some of the most useful information on IRS.gov for large and small businesses and the self-employed.

To start your free subscription to e-News, just go to IRS.gov at <http://www.irs.gov/businesses/small/content/0,,id=154826,00.html>, type in your e-mail address and submit.